

## Monthly Report Template for COMPETE Grantees

**Grantee:** \_\_\_\_Ten Senses Africa Ltd\_\_\_\_ **Report for the month of:** \_\_February, 2011\_\_\_\_

Based on your grant agreement implementation timeline, please highlight the activities you have accomplished over the past month.

<b>Activities</b> <i>Activities should be directly in-line with your grant agreement</i>	<b>Activity Status</b> <i>If the activity has been accomplished, please give results. If the activity has not been accomplished, please provide an explanation.</i>
Relocate and improve plant equipment to achieve full food grade processing capacity as verified by the Kenyan Bureau of Standards.	Beginning construction of 2 new nut dryers, allowing for an increased drying capacity of 20 tons per week.
Increase plant capacity to allow processing of 100 tons/season (two seasons)	see above
Purchase 200 tons of macadamia from Meru and Taita growers associations, at a value of 6 million Ksh (Fair trade minimum price of 30 Ksh/kg).	5673 kg of macadamia nuts NIS were purchased in February. 41,061 Ksh paid to farmers during this period.
Provide 1 million Ksh in fees to the associations for the collection and storage of macadamia on behalf of TSA.	12,696 Ksh was paid to WAMATTA (farmer group in Taita) to assist their capacity.
Export 50 MT of processed nuts, of which at least 30 tons to the US market. This represents a sales goal of \$240 000 or 17 million Ksh (40 000 kg @ \$6/kg)	2790 kg of processed macadamia exported to the US market during February. Orders were confirmed during February for the export of 125,300 kg of processed macadamia during 2011. The agreed price for this export is \$1.13 million, of which \$526,000 (73,300 kg) is for the US market.
Create stable employment for at least 35 staff in the Nairobi factory	6 staff employed during this period. Note that processing occurs at low volumes during February as it is the off season.

**We are particularly interested in highlights that include:**

- The formation of partnerships: An investment partnership was initiated with the GrassRoots Business Fund, which is considering a long-term \$60,000 investment into the upgrading of our macadamia processing facility. This will allow us to expand our production capacity from 250 kg per day to 1000 kg per day. Decision to be made in early March.
- The implementation of new technologies or management practices: We have continued the development of our web-based management information system which allows our

production facility in Nairobi and our sales and marketing offices in the US and Europe to have real time information on the status of our production.

- The training of individuals or groups (please give a number and gender breakdown). We developed further our HAACP quality control manual in preparation of training new labourers joining in March.
- The use of Market Information Systems (MIS): At this point we are not using any particularly market information systems. Our challenges at this point are not in sales and marketing, but in production.
- The establishment of new access to markets: We have signed memoranda with a potential new customer in the UK market. This in addition to our current customers in the US, Switzerland, Austria and Slovakia.

**Additional comments or results:**